

HOME SELLER TIMELINE GUIDE

A step-by-step planning guide for preparing, listing, selling, and closing with more clarity.



The image shows a business card for G Kang, a Real Estate Professional, and a portrait of G Kang. The business card is black with gold text and features a house icon. The text on the card includes: G KANG, REAL ESTATE PROFESSIONAL, 778-922-2231, GSOLDHOMES@GMAIL.COM, and GSOLDHOMES.COM. The portrait of G Kang is a man in a dark suit, white shirt, and dark tie, smiling. The eXp REALTY logo is visible in the bottom right corner of the portrait.

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Goal: help you understand what happens before, during, and after the sale so the process feels organized instead of rushed.

HOW TO USE THIS GUIDE

This guide gives you a general timeline for selling a home. Every property, market, seller, buyer, lender, lawyer/notary, strata, and closing situation can be different, so the actual timing may change.

Use this as a planning worksheet and discussion tool. The best timeline is built around your property condition, pricing strategy, ideal move date, financial goals, and the current market conditions in your area.

Big Picture Timeline

Stage	Typical Focus	Main Goal
60+ days before listing	Planning, repairs, documents	Decide what is worth doing before listing
30 days before listing	Cleaning, decluttering, prep	Get the property closer to photo-ready
2 weeks before listing	Final repairs and media schedule	Reduce last-minute stress
Photo / video week	Presentation and marketing assets	Create a strong first impression online
Listing launch	MLS®, marketing, showings, feedback	Maximize exposure and monitor response
Offer period	Price, terms, dates, subjects	Review the full offer, not just price
Accepted offer to subject removal	Buyer due diligence	Move toward a firm sale
Firm sale to completion	Legal, moving, closing details	Prepare for ownership transfer
Possession	Keys, moving, final details	Hand over the property as agreed

Key Dates to Fill In

Item	Target Date / Notes
Ideal listing date	
Photo/video date	
First open house date	
Offer review date, if applicable	
Desired completion date	
Desired possession date	
Move-out deadline	

60+ DAYS BEFORE LISTING

This is the planning stage. The earlier you start, the easier it is to make calm decisions about repairs, cleaning, pricing, timing, and the move itself.

<input type="checkbox"/> Discuss your ideal sale timeline	<input type="checkbox"/> Review your next move plan
<input type="checkbox"/> Estimate your mortgage payout if applicable	<input type="checkbox"/> Discuss bridge financing if buying and selling
<input type="checkbox"/> Walk through the home for potential prep items	<input type="checkbox"/> Identify obvious repairs or maintenance items
<input type="checkbox"/> Decide what repairs are worth doing	<input type="checkbox"/> Start decluttering storage rooms and closets
<input type="checkbox"/> Collect renovation receipts and warranty documents	<input type="checkbox"/> Gather permits or records for major work
<input type="checkbox"/> Gather strata information if applicable	<input type="checkbox"/> Review potential tax, legal, and estate questions with the right professional
<input type="checkbox"/> Start researching movers or storage if needed	<input type="checkbox"/> Create a rough moving budget
<input type="checkbox"/> Confirm who will be involved in decisions	<input type="checkbox"/> Make a list of included and excluded items

Seller Strategy Questions

<input type="checkbox"/> Do you need to sell before buying?	<input type="checkbox"/> Is your goal highest price, fastest sale, or a balance?
<input type="checkbox"/> Are you flexible on completion and possession dates?	<input type="checkbox"/> Would you consider a subject-to-sale buyer?
<input type="checkbox"/> Are there known issues that need to be discussed?	<input type="checkbox"/> What would make an offer strong besides price?

60+ Day Notes

30 DAYS BEFORE LISTING

This stage is about turning the plan into action. Focus on the items that will improve buyer perception without overcomplicating the process.

<input type="checkbox"/> Deep clean main living areas	<input type="checkbox"/> Declutter kitchen counters
<input type="checkbox"/> Declutter bathroom counters	<input type="checkbox"/> Organize closets and storage spaces
<input type="checkbox"/> Remove excess furniture if rooms feel crowded	<input type="checkbox"/> Touch up paint where practical
<input type="checkbox"/> Replace burnt-out light bulbs	<input type="checkbox"/> Fix loose handles, doors, latches, or minor visible issues
<input type="checkbox"/> Improve curb appeal and front entry	<input type="checkbox"/> Tidy garage, driveway, balcony, patio, or yard
<input type="checkbox"/> Clean windows where practical	<input type="checkbox"/> Organize utility room and mechanical areas
<input type="checkbox"/> Confirm access to keys, fobs, remotes, and mailbox keys	<input type="checkbox"/> Prepare a list of home features and upgrades
<input type="checkbox"/> Review likely pricing range and market position	<input type="checkbox"/> Start planning where pets will go during showings

Documents to Gather

<input type="checkbox"/> Utility cost estimates or recent bills	<input type="checkbox"/> Renovation receipts
<input type="checkbox"/> Warranty documents	<input type="checkbox"/> Appliance manuals
<input type="checkbox"/> Roof, window, heating, or hot water tank details	<input type="checkbox"/> Rental suite information if applicable
<input type="checkbox"/> Strata documents if selling a strata property	<input type="checkbox"/> Specialty reports, if applicable, such as septic, well, or oil tank scan

30 Day Notes

2 WEEKS BEFORE LISTING

At this point, the home should be close to photo-ready. The goal is to finalize presentation, confirm the launch plan, and remove last-minute obstacles.

<input type="checkbox"/> Confirm target list price strategy	<input type="checkbox"/> Confirm listing date and launch plan
<input type="checkbox"/> Schedule photography and video	<input type="checkbox"/> Schedule floor plans or 3D tour if applicable
<input type="checkbox"/> Finalize staging or furniture adjustments	<input type="checkbox"/> Remove personal documents and valuables
<input type="checkbox"/> Plan showing instructions and preferred showing times	<input type="checkbox"/> Confirm parking instructions for buyers and agents
<input type="checkbox"/> Review included/excluded items	<input type="checkbox"/> Confirm appliance condition and access details
<input type="checkbox"/> Prepare feature list for marketing copy	<input type="checkbox"/> Finish any high-priority cleaning or repairs
<input type="checkbox"/> Arrange cleaners if needed	<input type="checkbox"/> Plan open house schedule if appropriate
<input type="checkbox"/> Prepare backup plan for pets, kids, or work-from-home conflicts	<input type="checkbox"/> Confirm whether any tenants require notice or special handling

Marketing Prep

<input type="checkbox"/> Confirm property highlights	<input type="checkbox"/> Confirm neighbourhood highlights
<input type="checkbox"/> Confirm recent updates and improvements	<input type="checkbox"/> Confirm any special restrictions or notes
<input type="checkbox"/> Review photo/video timing around natural light	<input type="checkbox"/> Decide what areas should not be photographed, if any

2 Week Notes

PHOTO / VIDEO WEEK

Online presentation matters because many buyers decide whether to book a showing based on photos, video, floor plans, and listing copy.

<input type="checkbox"/> Open blinds and curtains	<input type="checkbox"/> Turn on lights
<input type="checkbox"/> Clear kitchen counters	<input type="checkbox"/> Clear bathroom counters
<input type="checkbox"/> Remove garbage and recycling	<input type="checkbox"/> Hide laundry, dishes, and cleaning supplies
<input type="checkbox"/> Make beds and tidy bedrooms	<input type="checkbox"/> Remove pet bowls, beds, litter boxes, and toys
<input type="checkbox"/> Move vehicles from driveway or front of home if possible	<input type="checkbox"/> Tidy balcony, deck, patio, and yard
<input type="checkbox"/> Secure valuables and private documents	<input type="checkbox"/> Put toilet seats down
<input type="checkbox"/> Close closet doors unless they are being photographed intentionally	<input type="checkbox"/> Remove excess small rugs if they make spaces feel smaller
<input type="checkbox"/> Check mirrors, glass, and stainless steel for smudges	<input type="checkbox"/> Do a final walkthrough before photographer arrives

Photo Day Reminder

The home does not need to be perfect forever. It needs to show extremely well during the marketing media appointment and remain reasonably easy to reset for showings.

Photo / Video Notes

LISTING LAUNCH & FIRST 10 DAYS

The first stretch after launch is important because it gives us real market feedback. The number of showings, online views, questions, open house traffic, and buyer comments help us evaluate the strategy.

<input type="checkbox"/> MLS® listing goes live	<input type="checkbox"/> Marketing videos and social content launch
<input type="checkbox"/> Listing is shared with active buyers where appropriate	<input type="checkbox"/> Showing instructions are active and accurate
<input type="checkbox"/> Open house schedule is confirmed if applicable	<input type="checkbox"/> Seller keeps home showing-ready
<input type="checkbox"/> Feedback is collected after showings where available	<input type="checkbox"/> Online activity and buyer response are monitored
<input type="checkbox"/> Neighbourhood and buyer interest is reviewed	<input type="checkbox"/> Pricing is evaluated against activity and feedback
<input type="checkbox"/> Seller receives regular updates	<input type="checkbox"/> Strategy is re-evaluated if traffic is low or no offers are received

10-Day Check-In Questions

<input type="checkbox"/> How many showings have we had?	<input type="checkbox"/> How many open house groups came through?
<input type="checkbox"/> What feedback keeps repeating?	<input type="checkbox"/> Are buyers objecting to price, condition, layout, location, or timing?
<input type="checkbox"/> Have we received any offers or serious interest?	<input type="checkbox"/> Are competing listings selling or sitting?
<input type="checkbox"/> Does the pricing strategy still match the market response?	<input type="checkbox"/> Do we need to adjust price, presentation, marketing, or access?

Listing Launch Notes

OFFER REVIEW STAGE

An offer is more than the purchase price. Terms, dates, deposit, subjects, inclusions, exclusions, and buyer strength all matter.

<input type="checkbox"/> Review offered price	<input type="checkbox"/> Review deposit amount and timing
<input type="checkbox"/> Review completion date	<input type="checkbox"/> Review possession date
<input type="checkbox"/> Review adjustment date	<input type="checkbox"/> Review buyer subjects or conditions
<input type="checkbox"/> Review financing condition if included	<input type="checkbox"/> Review inspection condition if included
<input type="checkbox"/> Review insurance, title, strata, or document conditions	<input type="checkbox"/> Review included and excluded items
<input type="checkbox"/> Review requested seller obligations	<input type="checkbox"/> Consider the buyer strength and likelihood of removal
<input type="checkbox"/> Compare offer to current market activity	<input type="checkbox"/> Decide whether to accept, reject, counter, or invite changes

Common Seller Considerations

The best offer is not always the highest offer if the terms create more risk, uncertainty, or timing problems. Your final decision should be made after reviewing the full offer with your realtor and, where appropriate, your lawyer, accountant, lender, or other professional.

Offer Notes

ACCEPTED OFFER TO SUBJECT REMOVAL

Once an offer is accepted with subjects or conditions, the buyer usually completes due diligence. This can include financing, inspection, insurance, title review, strata review, and other condition-specific checks.

<input type="checkbox"/> Confirm subject removal deadline	<input type="checkbox"/> Confirm deposit deadline if tied to acceptance or subject removal
<input type="checkbox"/> Prepare for buyer inspection if applicable	<input type="checkbox"/> Keep utilities on and access available
<input type="checkbox"/> Answer buyer follow-up questions where appropriate	<input type="checkbox"/> Provide documents requested under the contract if applicable
<input type="checkbox"/> Review any inspection or due diligence requests	<input type="checkbox"/> Negotiate repair, credit, or price requests if they arise
<input type="checkbox"/> Track subject removal status	<input type="checkbox"/> Confirm when the sale becomes firm
<input type="checkbox"/> Keep backup interest in mind until firm, if appropriate	<input type="checkbox"/> Avoid assuming the sale is final until subjects are removed in writing

Important Caution

Until subjects or conditions are removed in writing, the sale may not be firm. The exact legal effect of any offer or subject should be reviewed with the appropriate professional if you have questions.

Subject Removal Notes

FIRM SALE TO COMPLETION

After the sale is firm, the focus shifts to moving, legal/notary paperwork, closing details, and handing over the property as agreed.

<input type="checkbox"/> Confirm lawyer or notary information	<input type="checkbox"/> Provide requested information to lawyer/notary
<input type="checkbox"/> Confirm mortgage payout instructions if applicable	<input type="checkbox"/> Book movers or moving truck
<input type="checkbox"/> Set up mail forwarding	<input type="checkbox"/> Plan utility cancellation or transfer
<input type="checkbox"/> Cancel or update home insurance after professional guidance	<input type="checkbox"/> Keep the home insured until completion as advised
<input type="checkbox"/> Prepare keys, fobs, remotes, and codes	<input type="checkbox"/> Continue maintaining the property until completion
<input type="checkbox"/> Confirm what items must remain with the home	<input type="checkbox"/> Remove items that are excluded or not part of the sale

COMPLETION & POSSESSION

<input type="checkbox"/> Confirm completion date with lawyer/notary	<input type="checkbox"/> Confirm possession time under the contract
<input type="checkbox"/> Leave the property in the agreed condition	<input type="checkbox"/> Remove garbage and unwanted items unless otherwise agreed
<input type="checkbox"/> Leave manuals, keys, fobs, and remotes in agreed location	<input type="checkbox"/> Provide alarm, garage, mailbox, or access instructions if applicable
<input type="checkbox"/> Make sure included appliances and fixtures remain	<input type="checkbox"/> Do final personal item check
<input type="checkbox"/> Keep communication clear if any issue arises	<input type="checkbox"/> Celebrate the successful sale

SELLER TIMELINE WORKSHEET

Task	Owner	Target Date	Status
Initial pricing / strategy conversation			
Repair and prep decisions			
Cleaning / decluttering			
Documents gathered			
Photo/video appointment			
Listing launch			
Open house schedule			
10-day review			
Offer review			
Subject removal			
Lawyer/notary appointment			
Moving plan			
Completion			
Possession			

Extra Notes

DISCLAIMER & ACKNOWLEDGEMENT

This guide is provided for general informational purposes only. It is a basic summary and planning tool for sellers and does not replace advice from qualified professionals. Every situation is different, including property condition, market conditions, contract terms, financing, tax considerations, legal obligations, strata matters, tenant issues, insurance, estate matters, construction, repair questions or other aspects..

Before making decisions, sellers should review their specific circumstances with the appropriate professional, which may include a lawyer, notary, accountant, mortgage professional, insurance provider, inspector, contractor, strata manager, property manager, or other qualified advisor. This guide is not legal, financial, tax, insurance, construction, inspection, appraisal advice or any type of advice. It does not create an agency relationship or replace the terms of any listing agreement, contract of purchase and sale, disclosure document, or professional advice.

Real estate timelines can change based on market conditions, buyer due diligence, lender timelines, legal processing, strata documents, inspection findings, negotiation, and other factors outside of any one person's control.

Acknowledgement

You understand this is a general guide only and that you should seek professional advice specific to your situation before making decisions.

You understand this checklist is a general guide only and that your situation may require specific professional advice.

This is a basic summary only and that you should review your own situation with the appropriate professionals before making decisions.

Questions about buying or selling?

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